

PART VII

FARM MARKETING AND EXPENDITURES

Location and Transportation For Marketing

Whitman County is well-provided with transportation facilities between points within the county and with those outside its borders. Although relatively remote from any large metropolitan area, farmers are able to market agricultural products successfully because the major crop is grain which transports easily. Three forms of transportation--railroads, highways and waterways--provide the necessary means by which Whitman County's agricultural products are shipped to nearby and to distant markets.

Whitman County is served by main and branch lines of several railroads. These include the Union Pacific, the Great Northern, the Northern Pacific, the Chicago, Milwaukee, St. Paul and Pacific and the Spokane, Portland and Seattle. Railroads tie Whitman County with Seattle, Tacoma, Portland, Spokane and with market centers to the east.

The more flexible motor truck has made important inroads into the freight generated in Whitman County. A network of highways and other roads provides easy access to most areas of the county. Two U. S. Highways--195 and 295--serve Whitman County and unite it with points outside the county to the north and south. Other connections within and with points outside of the county are provided by several state highways. County and other roads complete a fine network of roads in the county.

Some wheat and other grains of Whitman County are shipped via the Snake and Columbia River system. Pasco is an important river port. Dams, navigation locks and other improvements make water transportation an important means by which the county's farm products are shipped to Portland and from there to other coastal and foreign markets.

Income: Value of Products Sold

Census of Agriculture data on the value of farm products sold show that the trend of gross farm income in Whitman County has been upward in recent years. Whitman County farms marketed agricultural products worth \$51,030,918 in 1959 compared with \$50,728,273 in 1954 and \$31,338,682 in 1949. Whitman ranked second among Washington counties in value of all farm products sold in 1959.

Table 29. Crops Marketed From Whitman County Farms, 1959

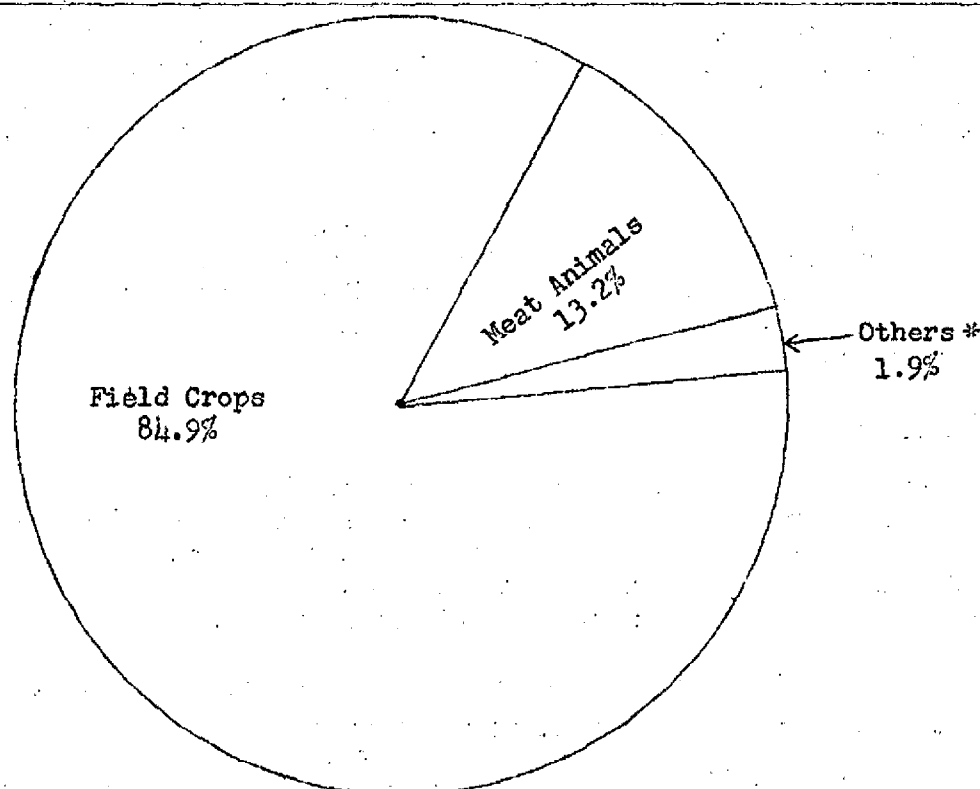
Crops Marketed	Amount Received By Farmers (Dollars)	Percent All Crops Sold
Fruits	\$ 78,231	0.2
Field Crops	43,632,434	99.3
Vegetables	145,325	0.3
Forest Products and Horticultural Specialties	94,020	0.2
Total amount received by farmers for cash crops	\$43,632,434	100.0

Source: U. S. Census of Agriculture.

Table 30. Livestock and Livestock Products Marketed
Whitman County, 1959

Class of Livestock and Products Sold	Amount Received By Farmers (dollars)	Percent of the Total Value
Livestock Sold Alive (cattle and calves, horses and mules, hogs, sheep)	\$6,621,442	89.5
Dairy Products (whole milk, butterfat)	366,143	4.9
Poultry and Poultry Products (chickens, eggs, turkeys, ducks, etc.)	288,924	3.9
Other Livestock Products	<u>121,975</u>	<u>1.7</u>
Total amount received for Livestock and Livestock Products	\$7,398,484	100.0

Source: U. S. Census of Agriculture, 1959.



* Others - dairy products, .71%; poultry and poultry products, .56%; vegetables, .28%; forest products and horticultural specialties, .18%; fruits and nuts, .15%.

Source: U. S. Census of Agriculture, 1959.

Value of Farm
Products Sold - \$51,030,918

Figure 12. Sources of Cash Income, Whitman County, 1959.

Farm sales of livestock and livestock products for 1959 in Whitman County amounted to \$7,398,484 or nearly 63 percent more than the \$4,542,114 reported in the the 1954 Census. The 1959 total represents approximately 14 percent of the value of all farm products sold in the county during that year.

All crops (largely field crops) sold off Whitman County farms in 1959 were valued at \$43,632,434. This represented about 86 percent of the total value of all agricultural products sold in 1959. It was, however, 6 percent below the corresponding figure for 1954.

Table 31. Farms by Economic Class
Whitman County, 1959

Economic Class	Value of Farm Products Sold	Number of Farms <u>1/</u>	Percent of Total Estimated Farms in the County
Class I	\$40,000 and over	406	21.90
Class II	\$20,000 to \$39,999	578	31.17
Class III	\$10,000 to \$19,999	367	19.79
Class IV	\$ 5,000 to \$ 9,999	144	7.77
Class V	\$ 2,500 to \$ 4,999	92	4.96
Class VI <u>2/</u>	\$ 50 to \$ 2,499	45	2.43
Total Commercial Farms		1,632	88.02
Class VII (Part-time)	\$ 50 to \$ 2,499	161	8.69
Class VIII (Part-retirement)	\$ 50 to \$ 2,499	60	3.24
Class IX (Abnormal) <u>3/</u>	Any amount	1	.05
Total Non-commercial Farms		222	11.98

1/ The totals for farms by economic class are estimates for all farms made on the basis of data reported only for the sample farms.

2/ Farms with a value of sales of \$50 to \$2,499 were classified as commercial if the farm operator was under 65 years of age and (1) he did not work off the farm 100 or more days during the year and (2) the income received by the operator and members of his family from nonfarm sources was less than the value of all farm products sold.

3/ Includes all institutional farms.

Source: U. S. Census of Agriculture, 1959.

Farm income varies considerably by type and size of farm. In 1959, about 88 percent of the farms in Whitman County were considered commercial operations by the Census of Agriculture. The largest percentage (31 percent) of Whitman County farms were Class II, defined as commercial operations with annual agricultural sales per unit from \$20,000 to \$39,999. Class I commercial units with farm sales over \$40,000 each ranked second in numbers, accounting for nearly 22 percent of the total count. Almost 20 percent of the farms were Class III with individual commercial sales ranging between \$10,000 to \$19,999 per unit. Thus, about 73 percent of the Whitman County farms in 1959 marketed over \$10,000 worth of agricultural products each.

Marketing Field Crops

The sale of field crops is the major farm marketing activity in Whitman County. Sales of field crops off Whitman County farms amounted to \$43,314,858 in 1959--about 6 percent below the 1954 figure of \$46,047,241. The 1959 figure represented nearly 85 percent of the total value of all farm products sold in the county during the year.

Wheat is the most important commercial crop in the county in terms of farm sales. In 1959, 16,796,211 bushels of wheat were sold off Whitman County farms. This represented 98 percent of the wheat harvested in the county during that year. Whitman County farmers sold about 24 percent of all the wheat marketed off Washington farms in 1959. Wheat not sold was used for feed or seed on the farm where grown or was still stored on farms at the end of the year. Barley is a valuable crop in terms of farm sales. About 86 percent of the 7,123,501 bushels of barley harvested in 1959 was sold off Whitman farms. Also during that year, farm sales of grain in the county included 436,246 bushels of oats and 29,795 bushels of rye.

Facilities for marketing grains are well established in Whitman County. Warehouses and elevators are scattered throughout the grain growing areas of the county. Commercial facilities for storing grain in the county had a total capacity of over 28,000,000 bushels as of January 1, 1965. In addition, farmers themselves have considerable storage. Large quantities of grain are collected at local grain elevators and warehouses to facilitate shipment to market. Whitman County grain is shipped to several grain terminals and mills in the Pacific Northwest. Only a small amount moves to market outlets in the east.

Whitman is the most important county in the state in the production of dry peas and lentils. In 1959, 651 farms harvested about 163,680,000 pounds of dry peas while 12,827,898 pounds of lentils were produced on 172 farms. Dealers buy peas and lentils from farmers either under contract or on an open market basis.

Among the field crops, hay ranks third in the county in terms of acreage. Alfalfa is by far the most important hay sold off the farms in Whitman County. In 1959, 191 farms reported having sold 10,663 tons of alfalfa and alfalfa mixture cut for hay and for dehydrating. Alfalfa is marketed both for local use and for sale in other parts of the state. Other crops cut for hay in the county are mostly consumed on farms where grown. These included clover-timothy, vetch, peas, small grains and wild hay in 1959.

In 1959, Merion bluegrass and wheatgrass were the two most important field seed crops harvested in Whitman County. About 195,800 pounds of Merion bluegrass and 131,200 pounds of wheatgrass were harvested in that year. Smaller amounts of red fescue, tall fescue, alfalfa and red clover also were harvested for seed. Field crop seeds are sold to and/or through seed dealers most of which do the cleaning.

Potatoes are grown on a minor scale largely for home use. In 1962, potatoes were harvested from only about 50 acres in the county.

Marketing of Vegetables

Many Whitman County farmers grow vegetables for home use but only a few harvest vegetables for sale. Only 18 farms sold vegetables compared with 1,008 farms which harvested vegetables for home use only in 1959. Vegetables sold off Whitman

County farms totaled \$145,325 in 1959. The only vegetable of any real commercial importance in the county is green peas which is sold to processors for freezing or canning. In 1963, about 800 tons of green peas were harvested from a total of 800 acres in the county.

Marketing Farm Forest Products and Horticultural Specialties

The Census of Agriculture enumerated sales of forest products from 15 Whitman County farms which amounted to \$68,560 in 1959. Standing timber valued at \$25,027 was sold off 14 farms while 7 units marketed other timber products totaling \$43,533 during the year.

Total value of sales of all horticultural specialties in Whitman County for 1959 was \$25,460 as reported by 5 farms. Three farms reported the sale of nursery and greenhouse products, flower and vegetable seeds and plants, flowers and bulbs of over \$2,000 each in that year.

Whitman County farms sold forest products and horticultural specialties which together returned \$94,020 in 1959. This represented 0.2 percent of all farm products sold in the county during that year.

Marketing Fruits

Fruits occupy a minor role in the marketing activities of Whitman County. In 1959, fruits sold off farms added up to \$78,231 or .2 percent of all farm products sold during the year. Peaches and apricots are the main tree fruits harvested in the county, from orchards along the Snake River.

Marketing of Livestock

Whitman County's second major agricultural marketing activity after field crops has been the sale of livestock and their products involving auction yards, meat packers, feed yards, breeders and shippers. In 1959, the value of livestock and livestock products sold off the farms amounted to \$6,743,417 which represented 13 percent of the total value of all farm products sold during the year. Livestock sold alive alone amounted to \$6,621,442 during the year.

Cattle and calves are the major animals sold within the livestock marketing activities of Whitman County. In 1959, a total of 1,091 farms reported selling 28,536 head of cattle and calves worth \$5,090,588 or about 77 percent of the county's total livestock sales during the year. Calves made up around 44 percent of the number sold.

Hogs and pigs sold alive which numbered 36,383 returned \$1,200,639 to 472 farms in 1959. Also during the same year, 270 farms sold alive 23,176 sheep and lambs, receiving a total of \$301,288. In addition, about 297,500 pounds of wool were shorn from 32,729 sheep on 265 farms. Farm sales of horses and/or mules have been minor in recent years. In 1959, 71 farms reported the sale of 156 horses and mules for \$28,927.

Spokane is the major market for Whitman County livestock. Other outlets for local livestock are found in Walla Walla, Cheney and Moscow and Lewiston, Idaho.

Marketing Dairy Products

In 1959, the sale of dairy products was the major marketing activity for 15 Whitman County farms. Sales of dairy products off Whitman County farms amounted to \$366,143 in 1959--15 percent below the 1954 figure of \$429,114. The 1959 figure represented .2 percent of the total value of all farm products sold in the county during the year. In 1959, Whitman ranked twenty-sixth among the 39 Washington counties in value of dairy products sold.

Dairy products sold in 1959 included 6,276,827 pounds of whole milk from 61 farms and 117,138 pounds of butterfat off 308 farms. Farmers find markets for whole milk in Spokane, Walla Walla and in Idaho as well as within the county.

Marketing Poultry and Poultry Products

The poultry industry in Whitman County is minor. In 1959, poultry and poultry products worth \$288,924 were marketed off farms in the county. Sales of poultry products in that year represented .4 percent of the total value of all livestock and their products sold and about .6 percent of the value of all farm products sold in the county. Around 500 Whitman County farms sold poultry and poultry products to local handlers and others in 1959. Fifteen of the farms were specialized in poultry and poultry products.

Specified Farm Expenditures

Specified farm expenditures estimated on a basis of reports obtained from sample farms in Whitman County by the Census of Agriculture amounted to \$10,583,396 in 1959. This was about 21 percent of the value of all farm products sold during the year. The largest expenditure for the year was for hired labor which added up to \$2,759,124. This involved total cash payments made in 1959 to family members and to others for farm labor. Some 1,334 farms used hired help during 1959.

Purchase of livestock and poultry was the second major expense in 1959. About \$2,270,374 worth of livestock and poultry was purchased by 910 farms during 1959.

Table 32. Specified Farm Expenditures in 1959
Whitman County

Type of Expenditure	Number of Farms Reporting	Expenditure of All Farms
Feed for Livestock and Poultry	1,313	\$1,696,977
Purchase of Livestock and Poultry	910	2,270,374
Machine hire	977	895,607
Hired labor	1,334	2,759,124
Gasoline, petroleum fuel and oil	1,838	2,258,238
Seeds, bulbs, plants and trees	963	703,076
Total expended		\$10,583,396

Source: U. S. Census of Agriculture.

Gasoline and other petroleum fuel and oil related only to the products used in the farm business cost 1,838 county farmers an estimated \$2,258,238 in the 1959 period. Expense for feed for livestock and poultry ranked fourth as a major cost to Whitman County farmers in 1959. Livestock and poultry feed valued at \$1,696,977

was purchased by 1,313 in that year. Feed expense included the cost of grinding and mixing of the feed.

Outlay for machine hire totaled \$895,607 on 977 Whitman County farms. Machine hire expenditures relate to custom machine work, such as tractor hire, threshing, grain or seed combining, silo filling, baling, plowing, spraying and dusting. The sixth major cost which amounted to \$703,076 represents the total amount spent during the year for seeds, bulbs, plants and trees which were used on 963 farms.

Fertilizer

Over three-fourths of the farms in Whitman County used commercial fertilizer in 1959. About 6,138 tons of dry fertilizer were used by 482 farms while 1,115 farms applied 11,802 tons of the liquid type during the year. No farms in the county reported the use of lime or liming materials in 1959.

Table 33. Use of Commercial Fertilizer on Crops and Pasture
Whitman County, 1959

Crops and Pasture Fertilized	Farms Reporting Use of Fertilizer	Acres Fertilized		Amount Used	
		Total (Acres)	Percent of Acreage Fertilized	Total (Tons)	Percent of Total Amount Used
Total Commercial Fertilizer Used	1,383	458,971	100	17,940	100
Hay and Cropland Pasture	104	8,262	1.8	498	2.8
Other Pasture	41	657	.2	136	.8
Wheat	1,308	315,965	68.8	11,781	65.7
Barley	812	100,548	21.9	3,526	19.6
All Other Crops	235	33,539	7.3	1,999	11.1

Source: U. S. Census of Agriculture.

More fertilizer was used on wheat than any other crop in the county during the 1959 season. Wheat accounted for about 68 percent of all fertilizer used and for 69 percent of the acreage fertilized in the county. In the same year, barley ranked second accounting for 20 percent of the total fertilizer used and represented 22 percent of the fertilized acres. Thus, farmers put 90 percent of the fertilizer used on these two crops and 91 percent of the acreage fertilized was in wheat and barley.